

Certified Negotiation Expert Seminar (Portland)

A two day course taught by Oliver Frasca which includes competitive win-lose vs. collaborative win-win negotiation; the psychology of buying; persuasion principles; CNE model and planning; case studies; role plays; and group discussion. Attendees will be awarded Certified Negotiation Expert designation at the end of the course. Approved for CE in Oregon and Washington. Visit the event website to register.